

Small Business In Focus

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Steve Triplett, Director.

Small Business GWAC

Division

Small Business GWAC Division

1500 E Bannister Rd Room 1076 Kansas City, MO 64131

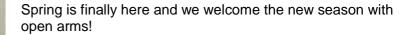
(877) 327-8732

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Director's Corner



This new season has brought new opportunities for our small businesses to provide premier IT services to our federal agencies.

For example, the task order for GSA's Technology Operations (GTO) has been awarded to AAC Inc., a verteran owned business and contract holder on the <u>GSA's Alliant Small Business GWAC.</u> The GTO task order is worth an estimated \$237million, and includes a number of optional services.

GTO is the replacement of a previous contract, the GSA IT Global Operations contract (GITGO), which resulted in significant cost savings by successfully combining over 40 separate contracts into one.

GSA's estimated 17,000 employees and contractors worldwide will be supported by GTO to include service desk operations and support for computer equipment such as desktops, laptops, mobile devices, and servers. GTO will also provide support for GSA's network infrastructure and remote technologies.

Often times, the determining factor for success is nothing more than opportunity. This is another great example of, when given the opportunity, small businesses being able to deliver world-class solutions to the Federal Government.

One half of the fiscal year is over, but there is plenty more to accomplish during the remainder of the fiscal year. I believe with the help of all of you, we will continue to see succes in our small business contracts.

As always, we thank you for your support and invite you to reach out to discuss how we can assist you in future endeavors.

Stephen Triplett

Director Small Business GWAC Division

"A life is not important except in the impact it has on other lives." Jackie Robinson

GWAC Training

8(a) STARS II DPA Training

Lori Hanavan and Herman Lyons, business development specialists, conducted 8(a) STARS II Delegation of Procurement Authority (DPA) training on February 12th. The webinar was attended by ten people representing four federal agencies. The DPA training provided attendees an overview of GSA's GWAC program, the 8(a) STARS II GWAC, and tools available for ordering contracting officers.

Lori Hanavan and Misty Dunnington provided 8(a) STARS II training to the Office of Personnel Management's (OPM) Enterprise Human Resources Integration office on February 26th via conference call. OPM has a current requirement that they plan to submit for scope review, following their request for delegation authority.

On March 26th, Herman Lyons and Lori Hanavan, delivered DPA training to Navy NAVSUP Weapon Systems Support. The 8(a) STARS II DPA training was provided at the request of Navy for an upcoming requirement. To date, Navy NAVSUP has issued 4 task orders worth nearly \$1M on 8(a) STARS II and has already exceeded the number of task orders and obligations issued against 8(a) STARS.

Joint DPA Training

Mimi Bruce, Enterprise GWAC Division, client support director, and Herman Lyons conducted GWAC joint DPA training for the Navy Fleet Logistics Division (FLC) in Jacksonville, FL. The training provided an overview of the GWAC portfolio, GWAC ordering processes, and resources available to contracting officers. The webinar was held on January 23rd and attended by 19 people from Navy FLC.

VETS GWAC DPA Training

As part of the ongoing DPA training, Janna Babcock, contracting officer, and Jihyun Huyck, business development specialist, held a DPA session on VETS GWAC via webinar on February 14th. The training explained the VETS scope, its ordering process and the current industry partner mix. Department of Energy contracting personnel was in attendance at

this session.

Future Small Business GWAC training sessions may be found on www.gsa.gov/events or by visiting www.gsa.gov/gwacs.

Small Business GWAC \$ales

Total obligated order value as of March 31, 2013:

* 8(a) STARS \$4,312,966,578 * 8(a) STARS II 477,055,189 * Alliant Small Business \$1,304,029,222

ETS \$1,402,156,236

For additional sales data visit gsa.gov/gwacdashboards.

GWAC Industry Partner Outreach

Misty Dunnington and Vicki McReynolds, 8(a) STARS II contracting officers, hosted an 8(a) STARS II industry partner webinar on January 17th. The "Subcontract Reporting" themed webinar covered industry partner subcontractor responsibilities and reporting requirements under the 8(a) STARS II GWAC. The webinar was well attended and received positive feedback.

The 8(a) STARS II team hosted a conference call with Staff Tech, 8(a) STARS II industry partner, on January 29th. This was an opportunity for Staff Tech to introduce themselves and get to know members of the 8(a) STARS II team. The meeting primarily focused on target marketing and strategies for transitioning 8(a) STARS task orders to 8(a) STARS II.



The following Industry Partners visited the SB-GWAC Division:

VETS

Veteran Engineering and Technology, LLC GS-06F-0530Z Centuria Corporation GS-06F-0541Z

8(a) STARS II

Fortis Networks, Inc. GS-06F-1109Z Digital Management, Inc. GS-06F-0617Z

Alliant-SB and 8(a) STARS II

Digital Management, Inc. GS-06F-0673Z

To schedule a conference call or visit with the SB-GWAC team, contact us at sbgwac@gsa.gov.

Expanding Opportunities For Small Businesses



eBuy, the internet based electronic Requests For Quotes (RFQ) tool is now available through a mobile service capability.

GSA contractors will now have the ability to access and utilize eBuy Mobile service capabilities specific to their mobile devices. These services provide mobile friendly access to active Request for Quote (RFQ) and Request for Information (RFI) associated with their contract(s).

The mobile service capabilities are the first release under the eBuy mobile initiative, to enable access to critical functions by the use of mobile devices. This initiative is specific to added features accessible for "Sellers". The mobile application will be accessible via iOS and Android platforms (iPhone, iPad, and

Android devices including tablet versions of the devices). eBuy vendors now have the ability to access RFQ information associated with their contract(s) remotely through their mobile devices. Launch the URL www.ebuy.gsa.gov/mobile/login from a mobile device, bookmark the URL and add to your home screen for future access. To view attachments connected to RFQ or prepare or submit quote, users must log in to the eBuy web application. The eBuy web application serves as the official system for receiving and submitting quote information.

The application is also intended to send alert or notify the users/contractors, based on these following critical functions:

- New Request For Quote (RFQ)/Request For Information (RFI)
- Modified RFQ/RFI
- Cancelled RFQ/RFI
- Received Quote
- Award / No Award
- e-Buy Outage RFQ/RFI Extension Notices

Through their mobile devices (smart phones and tablets) GSA contractors will receive push notifications via SMS text messages, to alert them of any change of RFQ/RFI information associated with their contracts. The contractors will be required to register their cellular numbers in order to receive SMS text messages.

Please visit <u>www.ebuy.gsa.gov</u> for completing the registration process. Your carrier SMS service must be enabled in order to receive text messages.



Conferences And Events

VETS Program Meeting

A semi-annual VETS GWAC Program Meeting was held on January 17th via webinar. Steve Triplett gave his remarks on the VETS Program discussing the VETS Program's success and its challenges ahead. He also invited the VETS primes to an industry discussion meeting that is to be scheduled this year. Janna Babcock and Jihyun Huyck shared updates on the contract and VETS outreach. Angela Joslin, Program Analyst, from the GWACs Program Office, joined the meeting and updated the contractors on sales reporting. Following the meeting presentation, the meeting facilitated a very active question and answer session during which attendees exchanged many questions and comments with the GWAC representatives.

For more information on VETS, visit www.gsa.gov/vetsgwac.

Selling To The Federal Government 101

FedBizOpps Opportunity Research

FedBizOpps (FBO) is the central repository for federal government procurement opportunities. On FBO, agencies post procurement opportunities in an effort to identify potential supply/service sources. On any given day an average of 25,000 opportunities are active in the system. A key to note is that the FBO site and its associated research features are offered at no cost to the vendor community.

FBO offers unique tools for the vendor community including the ability to set up automated searches and receive notifications of new procurement opportunities. Each vendor can perform a generic search independently or create a profile to use FBO's enhanced search features. Once the user's profile is created, he/she can set up filters to capture applicable opportunities.

For the Small Business GWAC Industry Partners, applicable FBO search criteria might include a NAICS code(s), small business set aside code, or classification code. Users with profiles can set up a "search agent" which filters all opportunities on a scheduled basis to identify the most applicable

opportunities for your business. You can even schedule email notifications for matching opportunities. For a demonstration on setting up these useful search tools, please visit www.fbo.gov and click on "Getting Started."

When using FBO as a research tool, please take note of the stage of the procurement. If the agency is seeking sources, it might be a good opportunity to contact the customer to highlight the benefits of the GWAC program. If the agency is performing a competition under an identified contract other than GWACs, the opportunity may not exist to compete, but an opportunity might exist to cultivate a relationship with the contracting officer(s) for future opportunities. This situation is ideal when the CO is using a full and open competition and may be interested in knowing more about the availability of a contract vehicle that would save them time and resources.

Please keep in mind that agencies may publicize their opportunities in other locations; such as GSA's eBuy (recommended for GWACs), via email, internal procurement sites, and other methods.

Feel free to contact the SB- GWAC team if we may be of assistance in your market research efforts.



GSA's 8(a) STARS II GWAC recently surpassed 600 task order awards.

Other interesting facts:

\$467M in obligated sales
35 agencies have used STARS II
Top Customers - DoD, USDA, Army, AF
215 industry partners with task order awards (36%)





Photo of Shakira Dorsey

Shakira Dorsey joined the SB-GWAC Division in April. Prior to joining, she lived in Jefferson City, Missouri where she graduated from high school and attended Columbia College. She has worked for Professional Services & Resources, Inc. (PSRI), a women owned small business for over 11 years as an office manager in Jefferson City, Missouri. She has recently transferred to the SB-GWAC Division in Kansas City, Missouri as Secretary II.

Shakira enjoys various craft projects, volunteering at her church and spending time with her family and friends.



To the SB-GWAC Team!

Reminder to all Industry Partners



Please reference the contract number instead of the offer number on all correspondence.

ANNOUNCEMENT

SBA's National Small Business Week

The U.S. Small Business Administration (SBA) will be holding its signature event, National Small Business Week, from June 17th through June 21st. This year's events will take place all across the country and feature exciting and informative events designed to help small businesses start, grow and succeed.

This year's activities will include forums discussing the small business landscape, business coaching services, matchmaking events as well as networking opportunities and award ceremonies. The week's events culminate in Washington where the 2013 National Small Business Person of the Year will be announced. Candidates from all 50 states and territories will be competing for the award. All small businesses that attend will interact with federal government officials, local elected leaders, representatives from national businesses and other small business experts.

The locations and dates for National Small Business Week are:

- Seattle June 17
- Dallas June 18
- St. Louis June 19
- Pittsburgh June 20
- Washington, D.C. June 21

For more information, including a complete list of events and locations and how to register to attend, please visit www.sba.gov/smallbusinessweek.

Small Business GWAC Quitz

1.	Federal Buyers choosing to use a GWAC		
	must receive a brief training/orientation		
	to receive their .		

- a. GWAC Diploma
- b. Federal Procurement Certificate
- c. Delegation of Procurement Authority
- 2. What training options are available to receive the above mentioned training/orientation?
 - a. Review the selected GWAC's ordering guide.
 - b. Attend a scheduled webinar
 - c. Conference calls
 - d. Onsite Training
 - e. All of the above
- On FBO, agencies post procurement opportunities in an effort to identify potential
 - a. Business
 - b. Supply/Service Sources
 - c. NAICS codes

- 4. The SB-GWAC Division requests task order data in order to comply with the _____
 - a. Office of Management and Budget (OMB) reporting responsibilities
 - Federal Procurement Data System-Next Generation (FPDS-NG) reporting requirements
 - c. No reason



Answer 1. c

2. e

3. b

4. a.

Upcoming Events

The Small Business GWAC Division participates in a variety of events throughout the year. Many events offer training on GSA's GWACs as well as networking opportunities for small business. Please monitor www.gsa.gov/sbgwac and www.gsa.gov/events for updates.

Date	Event/URL	Location
May 7, 2013	Marketing Workshops for Small Businesses	Lakewood, CO
May 8, 2013	Joint Alliant and Alliant Small Business DPA Training	Webinar
May 15, 2013	Joint Alliant and Alliant Small Business DPA Training	Webinar

May 22, 2013	Joint Alliant and Alliant Small Business DPA Training	Webinar
May 29, 2013	Joint Alliant and Alliant Small Business DPA Training	Webinar
June 3, 2013	Marketing to the Federal Government	Webinar
June 5, 2013	Joint Alliant and Alliant Small Business DPA Training	Webinar
June 10, 2013	Veteran Entrepreneur Training Symposium	Reno, NV
June 11, 2013	8(a) STARS II GWAC DPA Training	Webinar
June 12, 2013	Joint Alliant and Alliant Small Business DPA Training	Webinar
June 13, 2013	VETS DPA Training	Webinar
June 17-21, 2013	SBA National Small Business Week	Five Cities
June 19, 2013	Joint Alliant and Alliant Small Business DPA Training	Webinar
June 26, 2013	Joint Alliant and Alliant Small Business DPA Training	Webinar
July 21, 2013	NCMA World Congress	Nashville, TN